

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L**By Fiscal Years**

All Values are in USD

Note: Do not modify the pivot table

Fiscal Quarter					
Metrics	Q1	Oct	Nov	Q2	Jan
	Sep			Dec	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

P & L**By Fiscal Years**

All Values are in USD

region	All
market	All
division	All
customer	All
FY	2020

Fiscal Quarter					
Metrics	Q1	Oct	Nov	Q2	Jan
	Sep			Dec	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

FILTERS

region	All
market	All
division	All
customer	All
FY	2021

P & L**By Fiscal Years**

All Values are in USD

Fiscal Quarter					
Metrics	Q1	Oct	Nov	Q2	Jan
	Sep			Dec	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%